

**A 4-day skills development course  
for those involved in brokering and managing  
multi-stakeholder partnerships**

**17 - 20 July 2018  
Canberra, Australia**

There is a growing demand in Australia and internationally across all sectors for greater competence in managing the partnering process in multi-stakeholder partnerships **more effectively and efficiently**. This is particularly so with the business, not for profit, government and education sectors increasingly seeking to work together to solve complex social and development problems. The **UN Sustainable Development Goals** has even dedicated one of the 17 global goals to **partnership**. **Partnership Brokers Training**, a unique and highly sought-after program provides those working in and on partnerships with frameworks, tools, techniques and skills development to build their confidence and competence as partnership brokers.



A **partnership 'broker'** is an **intermediary** building effective and innovative collaboration between partners. Partnership brokers can be either **internal** – responsible for negotiating or managing partnerships on behalf of their organisation – or **external** – those offering independent partnership brokering services.

Established in 2003, the globally recognised **Partnership Brokers Training** builds the practical brokering skills and professional practices necessary to address complex challenges in the partnering process at all phases of a partnership's life cycle.

*"I now have the framework, tools and confidence to address the challenges of a particularly problematic partnership, including an action plan and timelines - excellent!" - Course graduate (Canberra, 2014)*

The Partnership Brokers Training is a **4-day skills training and professional development** that includes:

- A **theoretical framework** for partnership brokering and the importance of good brokering in the development of robust, efficient and innovative partnerships
- Brokering **skills development** in scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership **brokering challenges and solutions**
- **Action planning** for individual applications of the lessons from the course

## Training Team



**JULIE MUNDY** is the Development Director of Training at the Partnership Brokers Association, and a highly experienced independent partnerships specialist. Julie has worked in international development across Asia and Southern Africa for over 20 years, in project and organisational design, management, strategy, leadership and governance. As both, an internal and external partnership broker, she advises across a wide range of sectors, including climate change, health, governance, education and housing. Her recent brokering focus has been complex partnership agreement negotiations between governments, international corporates, and NGOs, conducting reviews of major government/NGO/donor partnerships, as well as designing and conducting partnership training and capacity building programs for a range of agencies. Julie is a PBA Accredited Partnership Broker, a PBA Authorised Practitioner Trainer and Mentor.



**KATE HAYES** is a PBA Authorised Practitioner Trainer and Partnership Broker. Her background is as an independent organisational design, strategy and performance specialist with over twenty years of experience working with universities, Australian Government (Federal and State), and in the community and development sectors across Australia, South Asia, South East Asia and the Pacific. Kate would have previously described her core work as facilitative – seeding strategy, collaboration, community and consensus across ideas, agencies and/or communities. Since her association with the PBA, Kate would now reflect that she has been partnership brokering for many years: both brokering new ways of working together within and across agencies and brokering reframed and/or new entities. Seeing the transformative potential of partnering - founded on the approach and principles promoted by the PBA - Kate is now passionate about actively sharing this way of operating in the world.

## Who should attend and criteria for acceptance

This course is for active partnership practitioners involved in the management and development of multi-stakeholder partnerships who should be able to demonstrate the following:



Drawings courtesy of  
Maria Hayes

- **Educational attainment** at higher education level in a related field and/or practical experience that combines analytical capabilities with an aptitude for working with diverse groups;
- **Opportunities** for the practical application of partnership brokering skills.

Please note that participants who attend all sessions will be awarded a PBA certificate entitling them to become alumni of the Association and to apply for further training opportunities (see details on the next page). Anyone who misses one or more sessions without an acceptable reason will be able to complete the course but will not be entitled to receive the PBA certificate nor be eligible for further trainings.

## Further training opportunities

Participants who complete the Partnership Brokers Training will join the 2,500+ alumni of the Partnership Brokers Association (PBA) giving them access to learning and research findings, tools, case studies, support services and further training options. These include a four month mentored practice program leading to **Professional Accreditation**, and **Advanced Skills in Partnership Brokering** (a 5-day course offering more advanced partnership brokering skills). **PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration.**

*“The variety and diversity of learning approaches has been a real highlight of the course, and meant that I was also able to interact with almost all the course participants over the four days - and it was fun!”* Course graduate (Canberra, 2013)

## Application and fees

The fee for the training is **AUD 2,400.00 excluding GST (total \$2,640.00 including GST)**. This includes tuition costs, background reading materials, copies of all the training materials, lunches and snacks. The fee does not include travel or accommodation. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received.

**Application:** Please complete the application form which **can be downloaded** at [www.bit.ly/PBATrainingCanberra](http://www.bit.ly/PBATrainingCanberra)

**Discount of AUD 100.00** for early birds, not-for-profits, or multiple bookings from one organisation.

**Date for early bird:** Applications should be submitted by **1 May 2017**.

**For more information** please contact [training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)

*"What an absolutely fantastic training that was. The best professional development I have ever done, and worth every cent." Course graduate (Sydney, 2008)*

**Graduates come from business, government, international agencies and non-profit organisations:** ActionAid, ACIAR, Alcoa, ANZ, Australian Department of Foreign Affairs and Trade, AusTrade, Australian Sports Commission, Australian Volunteers International, BP, BHP Billiton, CARE International, Centrecare, Chevron Australia, CSIRO, DEEWR, DFAT, Engineers Without Borders, Gold Coast Medicare Local, Marie Stopes International Australia, Melbourne Business School, National Australia Bank, Newmont Mining, New Zealand Department of Conservation, Nike, Dept. of Prime Minister and Cabinet, Queensland Health, Rio Tinto, SA Native Title Services, Save the Children, Shell International, SustainAbility, Sustainable Partnerships Australia Ltd, Telstra, The Difference Incubator, UNDP, Unilever, University of Melbourne, Victorian Bushfires Reconstruction Authority, World Vision



Enquiries and applications to:  
[training@partnershipbrokers.org](mailto:training@partnershipbrokers.org)

Visit [www.partnershipbrokers.org](http://www.partnershipbrokers.org) and tweet about your partnership brokering experiences @PBA\_Brokers